



Quote

BT Conferencing Video, Inc.
11400 Westmoor Circle
Suite 225
Westminster, CO 80021

Sales Rep. Dave Condolora

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Quote # 89297.01

Date 12/22/2010

Bill To:

APAAC
United States
Elizabeth Iniguez-Reyna

Ship To:

Our Remit To Address is:
BT Conferencing Video Inc
Dept CH 19399
Palatine, IL 60055-9399
303-448-7853

Qty	Description	Unit Price	Ext. Price
HDX 7000 w/ 55" wall mounted LCD			
1	HDX 7000-720: HDX 7000 HD codec, EagleEye HD camera, HDX mic array, P+C, PPCIP, 2nd monitor, Eng rmt	\$5,813.37	\$5,813.37
1	NEC - Display - LCD: 55in LCD Public Display Monitor w/built in ATSC tuner	\$1,497.73	\$1,497.73
1	Add-on Feature: Moda Wall Furniture System	\$257.77	\$257.77
1	Chief Manufacturing - Mounting Hardware: FUSION Flat Panel Tilt Wall Mount - (37-63 in. Displays)	\$149.25	\$149.25
1	Panel Craft - Mounting Hardware: Classic, Black, Three Gang CADBlox Wall Plate	\$92.26	\$92.26
1	BT Conferencing Support One Care Remote for Polycom HDX 7000 Series, 1 Year	\$945.25	\$945.25
1	Chief Manufacturing - Mounting Hardware: FUSION Large Above Video Conference Camera Shelf	\$74.25	\$74.25
1	Polycom - Cable: Monitor cable Connects DVI(M) to VGA(M)	\$68.06	\$68.06
1	Extron - Single Link DVI-D Male to Male Patch Cable - 6 ft. (1.8 m)	\$37.50	\$37.50
1	Extron - Cable: 15-pin HD M to M VGA Molded Connectors w/Audio Cables, 12 ft	\$37.50	\$37.50
1	EXTRON VGA (M) TO BNC-5 (M)	\$35.00	\$35.00
1	Polycom - Cable: Walta to RJ45F Adapter Cable. For connecting HDX Ceiling Microphone Array on HDX80	\$27.50	\$27.50
1	Polycom - Cable: HDX mic array cbl RJ45 to Walta(F)adapt HDX mic cbl to HDX 9004/HDX9002/HD/HDX9001	\$21.31	\$21.31
1	Liberty Wire and Cabling - Cable: Plenum Audio/Mic Cable - 100 ft	\$21.03	\$21.03
1	Extron - Mounting Hardware: MR Series Modular MR - 300 3-Gang Mud Ring, Black	\$17.50	\$17.50
1	Platinum Tools - EZ-RJ45 Shielded Cat 5/5e Connectors Pack of 10	\$17.11	\$17.11
1	BK 10' CAT 5 PATCH CABLE	\$5.24	\$5.24
1	Extron -Cable: 3.5mm Stereo Audio Male to 2 RCA Male Stereo Audio Adapter,6ft(TRSM-RCAM 6 (IN9107))	\$10.00	\$10.00
1	MINI-STEREO FEMALE TO RCA MALE ADAPTERS	\$4.19	\$4.19
1	Rubber Feet for PC Cases, 1.25in Diameter, Self-Adhesive, 4-pack	\$1.49	\$1.49
3	3.5 MM MALE SOLDIER CONNECTOR	\$0.70	\$2.10
1	1G STAINLESS W/1 5/8 IN GROMMET	\$10.19	\$10.19

Qty	Description	Unit Price	Ext. Price
1	BT Conferencing - On-Site Installation of BT Conferencing ICE Packages Singe or Dual Displays	\$2,500.00	\$2,500.00
HDX 7000 w/ 55" wall mounted LCD total			\$11,645.60
CMA			
1	CMA 4000 + 100 Devices CMA will provide room for growth with regard to desktop licenses	\$9,166.67	\$9,166.67
1	BT Conferencing Support One Care Remote for Polycom CMA 4000 with 100 licenses, 1 Year	\$1,800.00	\$1,800.00
1	BT Conferencing - On-Site Installation - Custom Installation of CMA	\$3,995.00	\$3,995.00
22	Logitech - Camera: Quickcam Orbit AF	\$116.95	\$2,572.90
1	1 Year Infrastructure Device Management for Bridge Management Customers BT management of CMA on our prem	\$9,523.81	\$9,523.81
CMA total			\$27,058.38
VBP			
23	VBP 200E - Firewall/ NAT traversal unit for small office/home office Install available if needed	\$874.38	\$20,110.74
VBP total			\$20,110.74
PVX SD Desktop option			
Loaded on each PC			
0.00	Polycom - PVX V8.0 PC Conferencing Application - Single License SD desktop option in place of CMA	\$109.41	\$0.00
PVX SD Desktop option total			\$0.00
		Subtotal	\$58,814.72
		Total	\$58,814.72

Keys to a Successful Installation

Our goal is to have your equipment properly installed and ready for use within 30 days of receipt of your purchase order. This allows your organization to begin utilizing your video equipment soon after purchase, and begin conducting effective conferences.

ROOM READINESS

In order to make your installation as seamless as possible, you will need to have the following items in place prior to the installation:

1. Network ordered and extended to the room

- Did you know that typical turn around time to order new network is 30-45 days from the time you place the order with your network provider?
- Make sure you request that your network be extended from the demarcation point into the room that the equipment is being installed, or have your Facilities Staff extend the lines.
- Ask your Salesperson or Sales Engineer for the BT Conferencing Video Inc. White Paper on network requirements.

2. Electrical outlets for the equipment

- Once you have chosen the installation site, you will need to determine the specific location of the equipment in the room and make sure there are sufficient electrical outlets within 3 feet.

3. Site Compliant

- Ensure that the site is compliant with national, state, and local building codes including but not limited to electrical, fire, and earthquake.

4. Fixtures

- Ensure facilities personnel install any fixtures prior to the scheduled installation date.

TYPICAL TIMELINE

- Within 2-3 days of receiving the order/PO from the customer, BT Conferencing Video Inc. will internally process the order and assign a Project Manager (PM).
- Within 48 hours of being assigned the order, the PM will review the project and call the customer contact to kick off the project.
- If the site room is ready, the PM will release the order for purchasing on the same day as the kick off meeting.
 - o Standard lead time for equipment is 14 business days.
 - o Standard shipping is 5 business days.
- The PM will confirm equipment has shipped and will lock in an installation date based on room availability for 2-3 days after equipment is scheduled to arrive on customer site.

If you would like to discuss these items in more detail, please call:

Lisa Hoskins
Senior Project Manager
Direct: 937-259-5848
Email: lisa.hoskins@wireone.com

QUOTE TERMS AND CONDITIONS:

Any sales of equipment or manufacturer's maintenance under this Quote shall be governed by BT Conferencing Video Inc.'s standard terms to be found at <http://www.btconferencing.com/btc/company/legal/>

If applicant chooses to change Service Providers for any reason, prior to the completion of this contract with BT Conferencing Video Inc., applicant will be subject to a 25% fee of the total contract amount.

Pricing:

Shipping, Taxes, handling charges, VAT or Customs charges are not included in the quoted price unless explicitly identified on the quote.

The cost of freight and in-transit insurance incurred by BT Conferencing Video Inc. will appear as an additional charge on Customer's invoice.

All equipment sales are FOB origin, shipping prepaid and added.

Quotes are valid for 30 days.

Pricing shown is for units sold and shipped in the United States unless otherwise stated.

Invoice terms are net 30 days.

Additional network connectivity may be required for activation of Remote Equipment Monitoring as a stand alone service or bundled with One Care Plus. Network fees are not included unless otherwise stated.

Installations:

Equipment and services may be invoiced separately depending on installation schedules.

It is your responsibility to prepare sites for installation prior to a scheduled installation date. Site preparation includes all facility requirements including network. In the event the site is unprepared at the time of scheduled installation and a return visit is required, you will be billed a 2nd trip charge of \$1500.

Installations cancelled with less than 72 hours notice are subject to a \$1500 installation fee.

All installations must be completed within 4 months from the order date or an invoice will be sent, excluding installation.

BT Conferencing Video Inc. standard lead time for installation services is 30 days from the date of order release.

Installation services include system orientation for up to 1 hour performed by a Field Engineer.

Returns:

Custom products are non-returnable and may require a non-refundable deposit.

Returns are subject to a minimum re-stocking fee of 25% of the list price of the items being returned. No defective item may be returned without prior RMA approval from BT Conferencing Video Inc. Any return must be received by BT Conferencing Video Inc., or the manufacturer where applicable, within 15 calendar days of delivery or you will be invoiced for the defective item at the current published MSRP price.

Warranty & Maintenance Agreements:

Standard Manufacturer warranties apply on all equipment.

All equipment warranties shall commence upon delivery of the equipment to the customer site.

BT Conferencing Video Inc. maintenance coverage begins on the date of the service invoice. Maintenance coverage is billed in advance annually.

Any special warranty terms other than BT Conferencing Video Inc. standard offerings are warranted only by the manufacturer and its terms and conditions. You are responsible for special warranty work unless specifically covered under a BT Conferencing Video Inc. Maintenance contract.

BT Conferencing Video Inc. does not cover 'burn-in' on plasmas or similar flat panel monitors.

Service Level Agreements are available on custom One Care programs only and are not included in the standard offer.

No replacement item may be returned without prior RMA approval from BT Conferencing Video Inc. Any such return must be received by BT Conferencing Video Inc., or the manufacturer where applicable, within 15 calendar days of delivery or you will be invoiced for the defective part replacement at the current published MSRP price.

This Quote is not binding on BT Conferencing Video Inc. until accepted by BT Conferencing Video Inc. by signature of its representative below.

BT Conferencing Video, Inc.

Authorized Signature

Authorized Signature

Date

Date